

Table 4: REVENUES AND EXPENSES - PROPOSED PROJECT

	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2017	2018	2019	2020
1. Revenue				
a. A. Inpatient services	266,883	650,493	1,079,847	1,222,726
b. Hospice at home services	1,898,875	4,628,526	7,684,115	8,701,449
c. Home care services				
d. Gross Patient Service Revenue	2,165,758	5,279,019	8,763,962	9,924,175
e. Allowance for Bad Debt	-32,486	-79,185	-131,460	-148,862
f. contractual Allowance	-43,315	-105,581	-175,280	-198,484
g. Charity Care	-151,603	-369,532	-613,477	-694,692
h. Net Patient Services Revenue	1,938,354	4,724,721	7,843,745	8,882,137
i. Other Operating Revenues (Specify)	0	0	0	0
j. Net Operating Revenue	1,938,354	4,724,721	7,843,745	8,882,137
2. Expenses				
a. Salaried, Wages, and Professional Fees, (including fringe benefits)	1,934,244	3,192,890	4,649,637	5,204,509
b. Contractual Services	494,070	1,134,645	1,873,585	2,110,560
c. Interest on Current Debt				
d. Interest on Project Debt				
e. Current Depreciation				
f. Project Depreciation	25,000	25,000	35,000	40,000
g. Current Amortization				
h. Project Amortization				
i. Supplies	40,585	92,138	150,372	167,386
j. Other Expenses (Specify)	960,770	1,297,620	1,730,655	1,988,172
k. Total Operating Expenses	3,454,669	5,742,293	8,439,249	9,510,628
3. Income				
a. Income from Operation	-1,516,315	-1,017,573	-595,504	-628,491
b. Non-Operating Income	160,000	370,000	620,000	700,000
c. Subtotal	-1,356,315	-647,573	24,496	71,509
d. Income Taxes				
e. Net Income (Loss)	-1,356,315	-647,573	24,496	71,509

Table 4 Cont.	Projected Years (ending with first full year at full utilization)			
CY or FY (circle)	2017	2018	2019	2020
4. Patient Mix				
A. As Percent of Total Revenue				
1. Medicare	75%	75%	75%	75%
2. Medicaid	5%	5%	5%	5%
3. Blue Cross	4%	4%	4%	4%
4. Other Commercial Insurance	8%	8%	8%	8%
5. Self-Pay	1%	1%	1%	1%
6. Other (Specify)	7%	7%	7%	7%
7. Total	100%	100%	100%	100%
B. As Percent of Patient Days/Visits/Procedures(as applicable)				
1. Medicare	75%	75%	75%	75%
2. Medicaid	5%	5%	5%	5%
3. Blue Cross	4%	4%	4%	4%
4. Other Commercial Insurance	9%	9%	9%	9%
5. Self-Pay		0%	0%	0%
6. Other (Specify)	7%	7%	7%	7%
7. Total	100%	100%	100%	100%

Sec. 2 line j includes program expenses of Volunteer and Bereavement services, Community

Education expenses and General Administrative expenses

Sec. 3 line b includes Philanthropy income (net of fund raising expenses)

Sec. 4 line A6 includes indigent care

Sec. 4 line B6 includes indigent care